

Speakers' Biographies



Keith Fryer

Host and Moderator | Past President UK Timber Trade Federation)

Keith began his career in the timber industry by helping within the family furniture business from the time he could walk. It's fair to say that timber has always been a large part of his working life and as his wife, Jenny, would confirm, it regularly spills over into their family life!

Striking out on his own from 1984 with the Mallinson-Denny group, Keith worked his way up through a range of different product areas, including merchandising and a phase as Sales Director for a national door and window manufacturer, before joining forces in a management buyout team, to develop T Brewer & Co as a London based timber merchant.

The UK TTF has been an important part of Keith's working life and he chaired various committees before becoming Treasurer and then President in 2016–18. He then became a Board Member of CEI-Bois, chairing their Trade Working Group.

Keith first acted as Moderator of the 2018 ISC at Hamburg and has enjoyed being involved in this important conference. "Working together as a united industry, for the greater good of all, has always been the biggest motivator for me; we have so much to give and we must continue to press our case".



Morten Bergsten

Chairman Softwood Section ETTF

Morten Bergsten has been working with softwood, import/export for 34 years. For the last 11 years President CEO and owner at Bergsten Timber A/S, and Bergsten Timber international ApS. Before that, 23 years with Dalhoff Larsen & Horneman (DLH). Morten is also Member of the Board at ETTF representing softwood, and furthermore Board Member at The Danish Timber Trade Federation (DTTF).



Sampsa Auvinen

President EOS

Sampsa Auvinen has been working in the forest industry for 27 years. He is the President of the European Organisation of the Sawmill Industries and a Board Member of the European Confederation of the Woodworking Industries.

Sampsa is a Board Professional serving on the Board of numerous companies in Finland, Estonia, Latvia, France, Germany and the United Kingdom. In the sawmilling industry Sampsa is a Board Member of Westas Group Oy, Baltika Holzindustrie GmbH and Chairman of the Board of Pölkky Group Oy. Prior to becoming a Board Professional, Sampsa was Group CEO of Norvik Timber for nine years.

Sampsa is also a guest lecturer at the Stockholm School of Economics in Riga. Sampsa is married with three children and is a keen ice swimmer.



Kārlis Danēvičs

Member of the Management Board Latvia JSC “SEB banka”

Kārlis Danēvičs joined SEB group in 2003 and currently serves as a Board Member responsible for Compliance and AML, previously served as Chief Credits and Risk Officer. Kārlis is a part of bank's management team since 2014 and until 2017 he worked as Chief Financial Officer, supervising IT system changeover process. Previously Kārlis has acquired considerable experience as Head of Industry and Corporate Analysis Department, Head of Credits Department and Head of Corporate Client Coverage. Has lived and worked in Sweden covering Country and Financial Institution risks and limit decisions. He is also Chairman of the Board for Children SOS villages in Latvia and holds other board positions in non-governmental institutions covering lending, corporate governance, higher education, etc. He is a frequent lecturer. Kārlis has improved his leadership skills in top management development program at Wallenberg Institute, Sweden.



Yasuo Toyoda

**Executive Officer & Senior General Manager of
Wood Products Division ITOCHU KENZAI CORPORATION**

Company information: Company locations; Tokyo, Japan. Established 1961. Trading company especially for housing & building materials. Subsidiary of ITOCHU Corporation. Joined Itochu Kenzai in 2006. Have experience trading wood products since 1987. Especially European timber since 1993. Have been located in Vancouver, Canada for 7 years.



Vadim Eresko

Sales Director, Woodworking Division, SEGEZHA GROUP

- › More than 20 years in softwood timber industry
- › Since 2014 Sales Director of SEGEZHA GROUP, Woodworking Division
- › 2011–2014 Sales director of AVA Company, one of the biggest producers of birch woodworking product (flooring, edge-glue panels, furniture)
- › 2005 –2011 Head of Sales Department of Investlesprom Company (timber sales)
- › 2002 –2005 Deputy Sales Director of Guta Les company (timber sales)
- › 1996 –2002 JSC Exportles, timber sales department



Håkan Persson

Managing Director for SCA Wood Hong Kong LTD

Mr. Persson's work experience consists of 10 years in Swedish forestry industry and 15 years of wood business development for IKEA in e.g. Poland, China, Russia. For the last 3 years he has been working as Managing Director for SCA sales office in Hong Kong.

Company information: SCA Timber China and South East Asia specializes in the supply of Nordic timber products to China, India and Southeast Asia. SCA Timber supplies their customers direct from mills and manages their forest in a way that maintains their biological diversity.



Tano Khan

Co-Founder & Managing Director Timber Base GmbH

12 years of Start-up and Operations Experience // fell in love with the timber industry only 2 years ago.

Founded Timber Base in Jan 2019 with the Vision to build a global SaaS-enabled marketplace providing great services & beautiful tools to buy, sell and manage timber products.

Timber Base serves the Indian market with own employees and access to more than 350 customers registered on platform.

2014–2017: Start-up Entrepreneur, scaling digital companies: Matchinguu – mobile advertising and Justcom – tech service.

2010–2014 & 2017–18: Turnaround management and restructuring of German middle-size companies as Manager for leading restructuring firm structure Management Partner and Interims Manager.

2007–2010: CFO organization optimization for DAX-30 companies as Consultant and Manager at KPMG and BearingPoint.

Background: Son to Indian father and German mother with several project and business links to India over professional carrier.



Ulf Gabrielson

Managing Director Uni4 Marketing AB

Master degree in forestry; 30 years' experience within the wood sector. A big part of his working experience has been connected to sales of wood products mainly within private owned companies such as Derome and Varberg Timber.

He has worked totally 8 years for IKEA as Sales Director for external sales of sawn timber but also as sawmill manager in Latvia and Poland. He is currently working as Managing Director at Uni4 Marketing a trading company acting on the MENA-markets.



Marc Brinkmeyer

Owner & CEO Idaho Forest Group

Marc Brinkmeyer is the Owner and Chairman of the Board of Idaho Forest Group (IFG), one of America's largest lumber producers. Across Idaho and Montana, IFG owns six sawmills and a finger-joint facility, with capacity for over one billion board feet per year. Brinkmeyer is an accomplished business leader, a champion of education and innovation, and a longtime philanthropist.

Born and raised in Iowa, Brinkmeyer graduated from Buena Vista University with a bachelor's degree in finance in 1968.

He began his career in Portland, Oregon, as a certified public accountant with Arthur Anderson and Company, before becoming Chief Financial Officer and a Member of the Board of Directors for the Brand S Corporation forest products company.

In 1981 Brinkmyer purchased the Laclede sawmill from Brand-S and formed Riley Creek Lumber Co. In 2003, Riley Creek purchased two additional mills from Louisiana-Pacific Corp. in Chilco and Moyie Springs, becoming the largest lumber producer in the Inter-mountain West. In 2008 Riley Creek Lumber merged with Bennett Forest Industries to form Idaho Forest Group.

Based in Coeur d'Alene, IFG grows, harvests, manufactures, and distributes lumber and other wood by-products to customers in the United States and abroad. The company emphasizes a talented workforce of more than 1,000 employees and 2,000 partner

contractors. IFG's mission is to "enhance the lives and livelihoods of our employees, customers, and partners and the communities in which we operate by providing the earth's best renewable building products."

Brinkmeyer has decades of involvement in industry organizations. He is a former Chair and current Member of the Executive Committee of the Softwood Lumber Association, a past Chairman of the Western Wood Products Association, and the former President of the Intermountain Forest Industry Association. He has been a member of the Lakes Commission, a member of the Negotiating Committee for the Coalition for Fair Trade Lumber Imports, and a U.S. delegate to the European Softwood Conferences.

Brinkmeyer's commitment to education includes service on U of I forestry's advisory council and as a director at Buena Vista University. He contributes generously to U of I academic programs and initiatives, recently supporting a lecture series in the College of Natural Resources. His community and cultural leadership includes sponsorship of the Festival at Sandpoint and the Idaho Humanities Council lecture series. He and his wife, Vicki, live in northern Idaho. He has two sons.



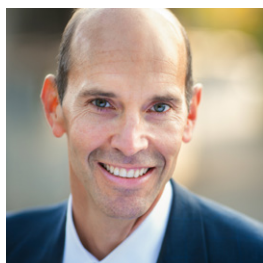
Don Kayne

President & CEO Canfor Corporation

Mr. Kayne was appointed President and CEO of Canfor Corporation on May 5, 2011 and the CEO of Canfor Pulp on September 30, 2012. He is a Director of Canfor Corporation and Canfor Pulp. He is a Director and past Chairman of the Forest Products Association of Canada and current Chairman of the Council of Forest Industries, a Director of the Alberta Forest Products Association and the BC Lumber Trade Council. In 2014, he was appointed to the bi-national Softwood Lumber Board and is past Vice Chairman and Chairman of the Programs Committee.

He is also a Director of Cameco Corporation and Chairman of Human Resources and Compensation Committee, and past Chairman of the charitable organization, Educating Girls of Rural China Foundation, which works to transform the lives of women and communities in rural areas of western China by providing access to education.

He has spent his entire career at Canfor, starting out as a regional sales representative in 1979. He is motivated by what lays ahead for the forest sector as the global population and demand for sustainable, renewable products grows. Prior to being appointed CEO, he spent 10 years as Canfor's Vice President of Sales and Marketing and is one of the lead architects of Asian market development for British Columbia lumber. Don's work growing markets for Canfor's products around the world has provided him with deep connections to markets and customers in every region they serve.



Paul Jannke

Principal of Forest Economic Advisors LLC

Paul Jannke is a Principal of Forest Economic Advisors LLC, the premier source for North American wood products analysis and information.

Paul's main area of expertise is North American lumber markets. Having spent the past 25 years' analyzing lumber markets and providing reliable, insightful forecasts, Paul is the industry's top economic analyst.

Paul is the author of FEA's Lumber Advisor and Lumber Quarterly Forecasting Service publications. These publications are the industry's leading sources for forecasts and analysis of the North American lumber markets.

In addition, Paul has co-authored numerous studies on the international lumber, engineered lumber, timber, bioenergy, and panel industries.

Paul has presented at many international conferences on the markets for lumber, engineered wood products and structural panels and he is recognized as a leading expert in these areas.